

Edwin Granville Bates

Inventor of several Numbering Machines

That are at the base of the following companies:

Bates Manufacturing Company

Bates Machine Company

Bates Numbering Machine Company

Roberts Numbering Machine Company

Last update March 24 2021 - Bosj

NEXT ITEM

THE TROW CITY DIRECTORY CO.'S

(FORMERLY WILSON'S),

Copartnership *and* Corporation

DIRECTORY

OF

NEW YORK CITY.

GIVING THE PARTNERS AND SPECIAL PARTNERS OF EACH FIRM; THE OFFICERS, CAPITAL AND DIRECTORS OF THE BANKS, BUSINESS AND MANUFACTURING CORPORATIONS AND INSURANCE COMPANIES; TRADE NAMES AND PROPRIETORS THEREOF; ALSO FOREIGN FIRMS DOING BUSINESS IN NEW YORK, WITH THE LOCATIONS OF THEIR HOME OFFICES AND THE NAMES OF THEIR NEW YORK REPRESENTATIVES OR AGENTS.

VOL. XXXVII.

MARCH, 1889.

PUBLISHED BY
THE TROW CITY DIRECTORY COMPANY,
11 UNIVERSITY PLACE, NEW YORK.

Printed and Bound by
TROW'S PRINTING AND BOOKBINDING COMPANY,
201-213 EAST TWELFTH STREET, NEW YORK.

PRICE THREE DOLLARS AND FIFTY CENTS

- Barry & Taylor (John W. Barry & Harriet C. Taylor) 300 First av.
- Barsotti & Polidori (dissolved) 2 & 27 Centre
- Barstow Stove Co. (Amos C. Barstow, Pres.; Amos C. Barstow jr. Treas. Capital, \$250,000. Directors: Amos C. & Amos C. Barstow jr. E. A. Stevens, Charles B. Hotchkiss) 230 Water
- Barstow & Williams (Nathaniel Barstow & Walter S. Williams) 198 B'way
- Bartelmes H. & Sons (Hartman Bartelmes, only) 401 Eighth
- Bartels Brothers (dissolved) 1103 Third av.
- Bartelstone & Edelman (Harris Bartelstone & Jacob Edelman) 15 New Bowery
- Bartens & Rice (Charles F. A. Bartens & Thomas E. Rice) 20 John
- Barter & Kiernan (Albion K. Barter & Thomas F. Kiernan) 36 South
- Barth Samuel & Co. (Baltimore, Md., Philip Straus & Daniel Buhre, N. Y. managers) 36 Beaver
- Barth & Bennett (dissolved) 104 William
- Barth & Dittmer (George Barth & Christopher Dittmer) 50 Carmine
- Bartholdi Hotel Co. (Robert Stafford, Pres.; Henry E. Alexander, Sec. Capital, \$50,000. Directors: Robert Stafford, Henry E. Alexander, W. C. Hall, John H. Hill) 956 B'way
- Bartholomae H. & Co. (Hugo Bartholomae & Edward E. Williams) 124 W. 33d
- Bartholomew & Co. (dissolved) 84 Marion
- Bartholomew & Hamilton (dissolved) 265 B'way
- Bartholomew & Peckham (William H. Bartholomew & Henry M. Peckham) 18 Spruce
- Bartholomew & Trautz (dissolved) 168 Orchard
- Bartlett Street Lamp Mfg. Co. (Gilbert S. Cook, Pres.; Thomas Davenport, Treas. Capital, \$10,000. Trustees: Gilbert S. Cook, Thomas Davenport, George B. Barcalow) 40 College pl.
- Bartlett E. B. & Co. (Edward B. Bartlett, Albert C. Woodruff & Henry E. Nitchie) 5 Hanover
- Bartlett N. S. & Co. (Nelson S. Bartlett & George H. Curtis) 52 Wall
- Bartlett & Co. (Edward E. Bartlett & Theodore Vonderluhe) 194 B'way
- Bartlett & Laird (dissolved) 27 Bond
- Bartlett & Plummer (Edward Plummer, only) 1300 B'way & 405 Fifth av.
- Bartlett, Wilson & Hayden (Edward T. Bartlett, Philip L. Wilson & Henry W. Hayden) 48 Wall
- Bartmann & Co. (Theodore H. Bartmann, no Co.) 343 B'way
- Barton & Guestier (Bordeaux, France, E. Lamontagne & Sons, agents) 53 Beaver
- Barton & Whittemore (George DeForest Barton & William L. Whittemore) 106 B'way
- Bartow Theodosius & Sons (Theodosius & Theodosius jr. & Edward W. Bartow) 54 Pine
- Bartram F. S. & C. B. (Ferdinand S. & Charles B.) r 120 William
- Bartram Brothers (Joseph B. Bartram, only) 62 Pearl
- Bartruff & Vanarsdale (Charles M. Bartruff & Stephen T. Vanarsdale) 150 West
- Baruch H. & Son (Henry & Jacob Baruch) 21 Av. C
- Barwise & Son (Charles A. & C. Arthur Barwise) 110 Front
- Bas-Relief Advertising Sign Co. (Henry Fechteler, propr.) 1961 Park av.
- Bas-Relief Mfg. Co. (Salomon Salomon, Pres.; Herman Kaufmann, Sec. Capital, \$25,000. Directors: Salomon & Gustav Salomon, Herman Kaufmann, Robert R. Bauer) 1220 Second av. & 595 B'way
- Basch & Greenfield (Matilda Basch & Leo D. Greenfield) 137 Duane
- Basedow J. & Co. (Justus Basedow & Henry Herrmann) 120 Orchard
- Baskerville's Paul, Sons (Thomas H. & William Baskerville) 617 G'wich
- Basler & Bischoff (Louisa Basler & Henry J. Bischoff) 177 Third av.
- Bass B. C. & Co. (Benjamin C. Bass, no Co.) 83 Maiden la.
- Bassett George F. & Co. (George F. Bassett, Edward F. Anderson & Frederick H. Doremus) 49 Barclay & 52 Park pl.
- Bassett Jewelry Co. (Stephen W. Bassett, Pres.; George W. Bleecker, Sec. Capital, \$50,000. Directors: William A. Copeland, Stephen W. Bassett, Theodore L. Parker, George W. Bleecker) 9 Maiden la.
- Bassett A. L. & Co. (Andrew L. & Wyatt M. Bassett) Pier 36 E. R.
- Bassett S. W. & Co. (dissolved) 9 Maiden la.
- Bassford H. A. & Co. (Henry A. Bassford, no Co.) 595 B'way
- Basso A. & L. Cavagnaro (dissolved) 253 Washn.
- Bastable & Mannigan (Lawrence Bastable & James H. Mannigan) 925 B'way
- Bastine & Co. (Andrew J. & Mary E. Bastine) 41 Warren
- Batchelder & Lincoln (Boston, Mass., William W. Fay, agent) 104 Duane
- Batcheller & Beal (William H. Batcheller & Royal A. Beal) 47 Leonard
- Batchelor W. A. & Co. (William A. Batchelor & Lewis C. Wilson) 30 E. 10th
- Batchelor Brothers (Phila., Pa., James Evans, N. Y. manager) 129 Eighth
- Bate Refrigerating Co. (John J. Bate, Pres.; Paul H. Bate, Sec. Capital, \$80,000. Directors: John J. & Paul H. & J. Jay Bate, Richard S. Lacey) 5 Beekman
- Bates Edwin & Co. (Charles K. Bates, Charles B. Kidder & William T. Gilroy) 81 Spring
- Bates J. Walker & Co. (J. Walker Bates, Co refused) 47 Liberty
- Bates James T. & Co. (James T. & John C. Bates) 11 Wall
- Bates L. M., Co. (William G. Bates, receiver) 72 W. 23d
- Bates Mfg. Co. (Edwin G. Bates, propr.) 42 W. 23d
- Bates Martin jr. & Co. (Charles S. & C. Francis Bates, Lewis H. Rogers & John B. Lingg, only) 168 Greene
- Bates A. J. & Co. (Andrew J. & Jerome E. Bates) 202 Church & 50 Thomas
- Bates E. C. & Co. (Edward C. & Rodney F. Bates) 2 Wall
- Bates I. & Son (Isaac & George A. Bates) 66 South
- Bates Brothers (brokers) (Wells H. & Dewitt C. Bates) 11 Wall
- Bates Brothers (pkbks.) (Athol, Mass., represented by James P. Bates) 8 Thomas
- Bates & Bacon (Joseph M. Bates & George M. Bacon) 196 B'way
- Bates & Beaman (Westboro, Mass., Thomas H. Rea & Co. agents) 552 B'way
- Bates & Wilson (dissolved) 80 Chambers
- Bates, Wightman & Beaman (dissolved) 552 B'way
- Bateson & Armstrong (Charles E. Bateson & John Armstrong) 295 Church
- Batjer H. A. & Co. (Henry Batjer, Alfred Leeb & Ferdinand Hartwig, only) 77 Water
- Batopilas Mining Co. (George W. Quintard, Pres.; Lyndon H. Stevens, Sec.; Andros B. Stone, Treas. Capital, \$9,000,000. Directors: George W. Quintard, Andros B. Stone, Alexander R. Shepherd, Lyndon H. Stevens, Samuel Elliott, Juan M. Ceballos, L. H. Scott, Edward V. Loew, Charles T. Barney, John N. Hayward, William F. Mattingly, Charles E. Johnson, George B. James) Mills bldg.
- Battelle & Renwick (John G. Steenken, Edward J. Brockett & William C. Renwick, only) 163 Front
- Batterson, See & Eisele (James G. Batterson, Walter F. See & John Eisele) 431 Eleventh av.
- Battle House Hotel Co. (Ltd.) (Mobile, Ala., represented by W. Butler Duncan) 11 Pine
- Bauendahl H. & Co. (Henry Bauendahl, no Co.) 78 Leonard
- Bauer Philip & Co. (Hamburg, Germany, Henry Morrison jr. N. Y. manager) 19 Whitehall
- Bauer & Muller (Louis Bauer & Julius Muller) 378 E. Houston & 241 Second
- Bauer Brothers & Co. (San Francisco, Cal., William Brunner, N. Y. manager) 34 Gr ene
- Baughman Brothers (Richmond, Va., Oscar S. Grady, agent) 78 Warren
- Bauhahn G. E. & Co. (dissolved) 2154 Second av
- Baulay A. & H. Freuler (dissolved) 2 Bond
- Baum Charles S. & Co. (Charles S. Baum, Charles G. John, M. Baum & M. Schiff) 654 B'way
- Baum J. & Co. (John J. Baum & Conrad Zimmermann) 869 Second av.

NEXT ITEM



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PRICE FIVE DOLLARS.

Bartlett & Co. (Edward E. Bartlett & Theodore Vonderluhe) 194 B'way
 Bartlett & Plummer (Edward Plummer, only) 1300 B'way & 405 Fifth av.
 Bartlett & Wood (dissolved) 310 Lenox av.
 Bartlett, Wilson & Hayden (Edward T. Bartlett, Philip L. Wilson & Henry W. Hayden) 48 Wall
 Bartmann & Co. (Theodore H. Bartmann, no Co.) 343 B'way
 Barton J. C. & Co. (Josiah C. & Eula E. Barton) 318 B'way
 Barton & Whittemore (George De Forest Barton & William L. Whittemore) 106 B'way
 Bartow Theodosius & Sons (Theodosius & Theodosius jr. & Edward W. Bartow) 140 Nassau
 Bartram F. S. & C. B. (Ferdinand S. & Charles B.) 126 William
 Bartram Brothers (Joseph B. Bartram, only) 62 Pearl
 Bartruff & Vanarsdale (Charles M. Bartruff & Stephen T. Vanarsdale) 150 West
 Baruch H. & Son (Henry & Jacob Baruch) 21 Av. C
 Barwise & Son (Charles A. & Charles A. Barwise jr.) 110 Front
 Barwood & Co. (Gustav & Lena Barwood) r 14 Wooster
 Bas-Relief Advertising Sign Co. (Henry Fechteler, propr.) 1471 Park av.
 Bas-Reief Mfg Co. (Salomon Salomon, Pres.; Hermann Kaufmann, Sec. Capital, \$25,000. Directors: Salomon Salomon, Hermann Kaufmann, Gustav Salomon) 1220 Second av.
 Basch E. & I. (dissolved) 302 Bowery
 Basch & Greenfield Co. (Joseph Feder, Pres.; Charles J. Basch, Sec. Capital, \$42,300; further inf. unattainable) 137 Duane
 Basedow J. & Co. (Justus Basedow & Henry C. Herrmann) 120 Orchard
 Baskerville's Paul, Sons (Thomas H. & William Baskerville) 617 G'wich
 Basler & Bischoff (Louisa Basler & Henry J. Bischoff) 177 Third av.
 Bass & Parker (dissolved) 83 Maiden la.
 Bassett George F. & Co. (George F. Bassett, Edward F. Anderson & Frederick H. Doremus) 49 Barclay & 52 Park pl.
 Bassett Jewelry Co. (Stephen W. Bassett, Pres.; George W. Bleeker, Sec. Capital, \$50,000. Directors: William A. Copeland, Stephen W. Bassett, Theodore L. Parker, George W. Bleeker) 9 Maiden la.
 Bassford H. A. & Co. (Henry A. Bassford, no Co.) 595 B'way & 168 Mercer
 Bastable & Mannigan (Lawrence Bastable & James H. Mannigan) 925 B'way
 Bastine & Co. (Andrew J. & Mary E. Bastine) 41 Warren
 Batcheller & Beal (William H. Batcheller & Royal A. Beal) 47 Leonard
 Batchelor W. A. & Co. (William A. Batchelor & Lewis C. Wilson) 30 E. 10th
 Bate Refrigerating Co. (Richard Lacy, V. Pres.; Paul H. Bate, Sec. Capital, \$80,000. Directors: Richard Lacy, Paul H. & J. Jay Bate) 5 Beekman
 Bateman & Co. (Arthur E. Bateman & Charles E. Coon) 57 B'way
 Bateman & Pollard (Charles E. Bateman & Horatio H. Pollard) 143½ E. 23d
 Bates Edwin & Co. (Charles K. Bates, Charles B. Kidder & William T. Gilroy, only) 79 Spring
 Bates J. Walker & Co. (no inf.) 47 Liberty
 Bates James T. & Co. (James T. & John C. Bates) 11 Wall
 Bates Mfg. Co. (Edwin G. Bates, propr.) 42 W. 23d

Bates Martin jr. & Co. (Charles S. & C. Francis Bates, Lewis H. Rogers & John B. Lingg, only) 168 Greene
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 Battelle & Renwick (John G. Steenken, Edward J. Brockett & William C. Renwick, only) 163 Front
 Batterson, See & Eisele (James G. Batterson, Walter F. See & John Eisele) 431 Eleventh av.
 Battle House Hotel Co. (Ltd.) (dissolved) 11 Pine
 Bauder Brothers (Arthur L. & William Bauder) 8 Fulton mkt
 Bauendahl H. & Co. (Henry Bauendahl, no Co.) 76 Leonard
 Bauer J. C. & Co. (Jacob C. Bauer & Isaac Porter jr.) 365 Canal
 Bauer & Muller (Louis Bauer & Julius Muller) 378 E. Houston & 239 Second
 Baum Charles S. & Co. (Charles S. Baum, Charles G. Yohn, Michael Baum & Michael Schiff) 654 B'way
 Baum J. & Co. (no inf.) 869 Second av.
 Baum L. & Son (Louis & M. C. Baum) 1692 Park av.
 Baum & Friedman (Mayer Baum & Moses Friedman) 101 Nassau
 Baum & Gross (Jacob S. Baum & William Gross) 2 Bowery
 Baum & Mandel (Siegmond Baum & Louis Mandel) 34 Walker
 Bauman & Sperling (Louis Bauman & Isidor Sperling) 38 Walker
 Baumann Ludwig & Co. (Ludwig Baumann & David Froehlich) 514 Eighth av. & 22 E. 14th
 Baumann J. & S. (Jacob & Samuel) 733 Eighth av.
 Baumann S. & Brother (Samuel & Jacob Baumann, 39 W. 23d
 Baumann Brothers (furniture) (Ludwig Baumann, only) 24 E. 14th & 21 E. 13th
 Baumann Brothers (teas) (Albert & William Baumann) 16 Av. B
 Baumbach J. & W. (dissolved) 335 E. 10th
 Baumert F. X. & Co. (Christina Baumert, only) 26 Av. A
 Baumgart & Co. (no inf.) 1459 Third av.
 Baumgart & Kubel (Henry J. Baumgart & John Kubel) 1107 Third av.
 Baumgarten M. & Co. (dissolved) 25 Lispenard
 Baur & Byrne (dissolved) 344 E. 117th
 Baur & Kocher (Eugene J. Baur & John H. Kocher) 52 Nassau
 Baus & Co. (Augustus Baus & Charles Baumeister) 553 W. 30th
 Bavarian Lithographic Stone Co. (Hermann, Schmidt & Co. proprs.) 65 Warren
 Bavier, Meyer & Co. (refused) 482 Broome

NEXT ITEM

THE TROW

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VOL. XLIII.

MARCH, 1895.

COLUMBIA
UNIVERSITY
PUBLISHED BY

TROW DIRECTORY, PRINTING & BOOKBINDING CO.

Directory Department, 11 University Place, New York.

PRICE FIVE DOLLARS.

- Cruger, Charles W. Kennedy, Charles E. Heal) 12 John, 19 W. 42d. 844. 6th av., 336 Columbus av., 276 & 2320, 8th av., 2 & 248 W. 125th & 2147. 3d av.
- Barretts, Palmer & Heal Dyeing Establishment (N. Y.) (Henry B. Palmer, Pres.; William H. Barrett, Sec. Capital, \$112,000. Trustees: Reuben N. & William H. Barrett, Henry B. Palmer) 346 Canal
- Barrez Charles & Co. (in liquidation) 454 Broome
- Barrie R. S. & Co. (R. Seaver Barrie & Clifford G. Scofield) 345 Produce Ex.
- Barrie & Otis (David Barrie & Mark E. Otis) 136 Front
- Barriett Electric Motor & Dynamo Co. (dissolved) 24 Park pl.
- Barringer & Co. (John H. & Julia E. Barringer) 835 B'way
- Barriscale & Hoeven (Richard A. Barriscale & Max Hoeven) 145 W. 27th
- Barriscale & Sheridan (dissolved) 428, 6th av.
- Barroll & Azoy (Benjamin C. Barroll jr., & Anastasio C. M. Azoy) 143 Liberty
- Barron James S. & Co. (James S. & William H. Barron) 141 & 145 Chambers & 2 Hudson
- Barron Steam Heating Co. (Hugh J. Barron, propr.) 621 B'way
- Barrow, Wade, Guthrie & Co. (Edwin Guthrie, Charles H. Wade & James T. Anyon, only) 120 B'way
- Barrows H. F. & Co. (Henry J. jr., & Ira Barrows, only) 11½ Maiden la.
- Barrucand A. & E. (Alice C. & Estelle L.) 425 W. 48th
- Barry John. Ostlere & Co. (Ltd.) (Kirkcaldy, Scotland) (T. J. Keveney & Co., agents) 907 B'way
- Barry L. Frank & Son (L. Frank & Robert A. Barry) 290 Washn.
- Barry Brothers (liquors) (James & Patrick H. & James Barry jr.) 436, 3d av.
- Barry Brothers (waters) (John & James & Thomas J. Barry) 323 E. 38th
- Barry & James (dissolved) 798, 8th av.
- Barry & Knatz (Cornelius Barry & Jacob Knatz) 298 Monroe
- Barry & McTighe (John F. Barry & Thomas J. McTighe) 45 Cedar
- Barse, Smith & Co. (J. Frederick Barse & Frank J. Smith, no Co.) 108 Wall
- Barson S. & Co. (Selim Barson & Mourad Ahamtob) 22 Albany
- Barsotti C. & Co. (Charles Barsotti & Octaviani Bruno) 37 Bowery
- Barstow Stove Co (R. I.) (Amos C. Barstow, jr., Treas. Capital, \$200,000. Directors: Amos C. Barstow jr., E. A. Stevens) 228 Water
- Barstow & Williams (Providence, R. I.) (Charles F. Langdon, N. Y. manager) 198 B'way
- Bartels J. F. & Co. (no inf.) 99 Nassau
- Bartels & Koenemann (Gustav Bartels & Carl Koenemann) 774 Courtlandt av.
- Bartens & Rice (Charles F. A. Bartens & Thomas E. Rice) 20 John
- Barter William J. & Co. (William J. & Agnes Barter) 356 Boulevard
- Barter J. & Co. (dissolved) 167 B'way
- Barter & Kiernan (Albion K. Barter & Thomas F. Kiernan) 36 South
- Barth & Miller (Ignatz J. Barth & Herman Miller) 66 University pl.
- Bartholdi Hotel Co. (N. Y.) (George W. White, Pres.; Park J. White, Treas. Capital, \$50,000. Trustees: George W. & Park J. White, William C. Hall) 956 B'way
- Bartholf George Z. & Co. (George Z. Bartholf, no Co.) 2262, 2d av. & 415 Boulevard
- Bartholomae H. & Co. (branch of National Wall Paper Co., which see) 124 W. 33d
- Bartholomew & Winslow (George W. Bartholomew & Francis D. Winslow) 16 Broad
- Bartlett Lamp Mfg. Co. (N. Y.) (Gilbert S. Cook, Pres.; William W. Davenport, Sec. Capital, \$10,000. Directors: Gilbert S. Cook, William W. & A. P. Davenport, M. B. Barcalow, E. M. Wight) 39 W. B'way
- Bartlett, Thomas M., Co. (N. Y.) (Thomas M. Bartlett, Pres.; Anne H. Bartlett, Sec.; Henry S. Lanpher, Treas. Capital, \$10,000. Directors: Thomas M. & Anne H. Bartlett, Henry S. Lanpher) 193 Chambers
- Bartlett E. B. & Co. (dissolved) 5 Hanover
- Bartlett N. S. & Co. (Boston, Mass.) (George H. Curtis, agent) 15 Broad
- Bartlett S. C. & Co. (Peoria, Ill.) (Frank E. Knight, N. Y. manager) Produce Ex. E 27
- Bartlett W. H. & T. (William H. & Thomas) 102 E. 126th
- Bartlett & Co. (N. Y.) (Edward E. Bartlett, Pres.; Theodore Von der Luhe, Sec.; Louis H. Orr, Treas. Capital, \$50,000. Directors: Edward E. Bartlett, Theodore Von der Luhe, Louis H. Orr) 21 Rose
- Bartlett & Liell (Charles F. Bartlett & William J. Liell) 561, 5th av.
- Bartlett & Plummer (Smith Bartlett & Edward Plummer) 62 W. 34th & 405, 5th av.
- Bartlett, Frazier & Co. (Chicago, Ill., & Buffalo, N. Y.) (Frank E. Knight, N. Y. manager) Produce Ex. E 27
- Bartlett, Hayward & Co. (Baltimore, Md.) Robert A. C. Smith, agent) 15 Wall
- Bartlett, Kuhn & Co. (Terra Haute, Ind.) (Frank E. Knight, N. Y. manager) Produce Ex. E 27
- Bartmann & Co. (Theodore H. Bartmann, no Co.) 343 B'way
- Bartmer & Korn (George A. D. Bartmer & John Korn) 256 Cherry
- Barton Mfg. Co. (N. Y.) (Josiah C. Barton, Pres.; Andrew J. Harty, Sec.; John V. Jewell, Treas. Capital, \$15,000. Directors: Josiah C. Barton, James McGuigan, John V. Jewell, Williamson Rapalje, Ditmas Jewell) 338 B'way
- Barton & Brown (George P. Barton & Charles A. Brown) 120 B'way
- Barton & Griffin (Egbert G. Barton & Jeremiah H. Griffin) 99 Nassau
- Barton & Guestier (Bordeaux, France) (E. Lamontagne & Sons, agents) 53 Beaver
- Bartos Brothers (dissolved) 320 E. 54th
- Bartow Theodosius & Sons (Edward W. Bartow, only) 140 Nassau
- Bartram F. S. & C. B. (Ferdinand S. & Charles B.) 126 William
- Bartram Brothers (Joseph B. Bartram, Seth W. Fox & Joseph Percy Bartram) 62 Pearl
- Bartruff & Van Arsdale (Stephen T. Van Arsdale, only) 115 Warren
- Baruch N. & Co. (Chicago, Ill.) (represented by Nathan Baruch) 338 B'way
- Baruch & Co. (Frederick & Albert Baruch) 130 Pearl
- Barwise & Son (Charles A. & C. Arthur Barwise) 136 Front
- Basch Edward & Co. (Edward & David Basch) 1459, 3d av.
- Basch Brothers & Co. (Joseph & Samuel Basch & Edward Stein) 118 Walker
- Baselow A. & Co. (dissolved) 69, 6th av.
- Basha Tanuis & Son (Tanuis & Najeeb Basha) 6 Carlisle
- Basler & Bischoff (Louisa Basler & Henry J. Bischoff) 177, 3d av.
- Bass Albert R. & Son (Albert R. & Benjamin C. Bass) 106 Fulton
- Bass Foundry & Machine Works (Fort Wayne, Ind.) (represented by F. Ruel Baldwin) 39 Cortlandt
- Bass & Sons (dissolved) 1414 Av. A.
- Bassett Edwin P. & Sons (Edwin P. & Edwin B. & Joseph P. Bassett) 562 B'way & 98 Crosby
- Bassett George F. & Co. (Edward F. Anderson & Frederick H. Doremus, only) 49 Barclay & 54 Park pl.
- Bassett Jewelry Co. (N. J.) (Ludwig J. Roehr, Pres.; George W. Bleecker, Sec. Capital, \$50,000. Directors: Ludwig J. Roehr, William A. Copeland, Theodore L. Parker, George W. Bleecker) 15 Maiden la.
- Bassett A. L. & Co. (Andrew L. & Wyatt M. Bassett) Pier 36 (old) E. R.
- Bassin & Segall (dissolved) 36 W. Houston
- Basso & Son (dissolved) 151 Bleecker
- Bastable & Mannigan (Lawrence Bastable & James H. Mannigan) 21 W. 23d
- Bastine & Co. (Andrew J. & Mary E. Bastine) 41 Warren
- Bastrop Mercantile Co. (Bastrop, La.) (Everett Lavendol, agent) 256 Church
- Bataille Achille & Co. (Achille Bataille & Charles J. Herson) 122 W. B'way & 652 Hudson
- Batavia & N. Y. Wood Working Co. (Batavia, N. Y.) (represented by Henry J. Holmes) 102 W. 81st
- Batchelder & Lincoln (Boston, Mass.) (Charles H. Pierce, agent) 32 Thomas & 119 Duane
- Batcheller & Peterson Co. (dissolved) 47 Leonard
- Batchelor W. A. & Co. (William A. Batchelor & Lewis C. Wilson) 30 E. 10th
- Bate Refrigerating Co. (N. Y.) (Richard Lacey, V. Pres.; Paul H. Bate, Sec. Capital, \$80,000. Directors: Richard Lacey, Paul H. & John Jay Bate) 253 B'way
- Bate & Co. (dissolved) 277 B'way
- Bateman & Miller (Charles E. Bateman & John Miller) 143 E. 23d
- Bates Automatic Elevator & Mfg. Co. (Augustus E. Kissam, propr.) 536 W. 14th
- Bates Edwin & Co. (Charles K. Bates, only) 81 Spring
- Bates H. N., Machine Co. (Boston, Mass.) (Frank Heath, N. Y. manager) 126 Liberty
- Bates Mfg. Co. (N. Y.) (Samuel Insull, Pres.; John F. Randolph, Sec.; Edwin G. Bates,

MERCHANTS EXCHANGE NATIONAL BANK

OF THE CITY OF NEW YORK. 257 BROADWAY.

BAT
26
BEA

- Treas. Capital, \$25,000. Directors: Samuel Insull, John F. Randolph, Edwin G. Bates) 44 Broad
- Bates Martin jr. & Co. (Charles S. & C. Francis Bates, Lewis H. Rogers & John B. Lingg, only) 17 Washn pl.
- Bates A. J. & Co. (Andrew J. & Jerome E. Bates) 202 Church & 50 Thomas
- Bates C. J. & Co. (Charles J. Bates, no Co.) 126 Liberty
- Bates H. N. & Co. (dissolved) 126 Liberty
- Bates I. & Son (Isaac & George A. Bates) 66 South
- Bates Brothers (brokers) (Wells H. & De Witt C. Bates) 11 Wall
- Bates Brothers (pktbks.) (Athol, Mass.) (represented by James P. Bates) 519 B'way
- Bates Brothers (trucks) (no inf.) 436 West
- Bates & Bacon (Joseph M. Bates, only) 11 John
- Bates & Morse Advertising Agency (dissolved) 38 Park row
- Bateson & Dowd (Charles E Bateson & Joseph Dowd) 116 Franklin
- Batjer H. A. & Co. (Henry Batjer, Alfred Leeb & Ferdinand Hartwig, only) 20 Old sl. & 77 Water
- Batjer & Warnken (Frederick Batjer & Herman W. Warnken) 2201, 8th av.
- Batopilas Mining Co. (N. Y.) (George W. Quintard, Pres.; Hosmer B. Parsons, Treas.; Lyndon H. Stevens, Sec. Capital, \$9,000,000. Directors: George W. Quintard, Hosmer B. Parsons, Louis H. Scott, Lyndon H. Stevens, John N. Hayward, Edward V. Loew, Samuel Elliott, William F. Mattingly, James W. Quintard, Alexander R. Shepherd, Walter L. Frost, George Christal, Bentley D. Hasell) 29 B'way
- Batsford R. & Son (Richard & Henry E. Batsford) 178 B'way
- Batt M. & Co. (Morris Batt, no Co.) 339 Pearl
- Batt & Jaros (dissolved) 50 Howard
- Batt, Bonnell Co. (not inc.) (Charles F. Batt & Russell Bonnell) 36 Dey
- Batt, Bonnell & Thompson (dissolved) 36 Dey
- Battelle & Renwick (John G. Steenken, Edward J. Brockett, William C. Renwick & William J. Bennett, only) 163 Front
- Battelli E. & Co. (no inf.) 21 Centre
- Batterson & Eisele (James G. Batterson & John Eisele) 431, 11th av.
- Batterson, See & Eisele (dissolved) 431, 11th av.
- Batley & McCoy (dissolved) 69 Worth
- Battin & Co. (Sylvester S. jr. & John D. Battin) 3 Maiden la.
- Battista Brothers (Matthew & Raphael Battista) 411 W. 42d
- Bauch & Duherstein (Louis Bauch & Nathan Duherstein) 129 W. B'way
- Bauder Brothers (William & Arthur L. Bauder) 8 Fulton mkt
- Bauendahl H. & Co. (Anthony D. Holmes & estate of Henry Bauendahl) 76 Leonard
- Bauer Herman & Co. (dissolved) 482 Broome
- Bauer John F. & Co. (John F. & John M. Bauer) 1461, 3d av.
- Bauer Philip & Co. (Hamburg, Germany) (Henry Morrison jr., N. Y. manager) 19 Whitehall
- Bauer A. C. E. & Co. (Erich Bauer & Charles B. Luf, only) 108 Fulton
- Bauer & Co. (Frederick W. Bauer & George H. Eichler) 305 E. 38th
- Bauer & Duffy (Frances Bauer & Anna Duffy) 385, 8th av.
- Bauer & Lubking (Charles Bauer & Charles W. Lubking) 1489 Park av.
- Bauer & Marschheuser (dissolved) 224 E. 107th
- Bauer & Steiner (Jacob Bauer & Bertha Steiner) 178 Suffolk
- Bauer Brothers & Co. (San Francisco, Cal.) (George F. Jempson, agent) 54 Franklin
- Baughner, Kurtz & Stewart (Ltd.) (York, Pa.) (George E. Read, N. Y. manager) 61 Park row
- Baughman Stationery Co. (Richmond, Va.) (Oscar S. Grady, agent) 56 Reade
- Baum Charles S. & Co. (Charles S. Baum, no Co.) 104 Bleeker
- Baum Joseph & Co. (Joseph & John Baum) 307 E. 39th & 308 E. 40th
- Baum L. & Co. (Leopold Baum & Morris Gluckauf) 310 Church
- Baum M. C. & Co (dissolved) 163 E. 126th
- Baum Brothers (Lemuel & David Baum) 8 Chrystie
- Bauman H. & J. (Hyman & Joseph) 43 Walker
- Bauman & Bernheim (no inf.) 27 Lispenard
- Bauman & Sperling (Louis & David Bauman & Isidor & Adolph Sperling) 424 B'way
- Baumann Ludwig & Co. (Ludwig Baumann & David Froehlich 512, 8th av. & 258, 6th av.; Ludwig Baumann, David Froehlich & Emil Fuerth 2232, 3d av.)
- Baumann Rubber Co. (New Haven, Ct.) (represented by Samuel Lautenbach) 51 Leonard
- Baumann J. & Brother (Jacob & Samuel Baumann) 1113, 3d av.
- Baumann, J. & S. (Jacob & Samuel) 171, 8th av.
- Baumann J. P. & Son (Julius P. & David K. P. Baumann) 48 Wooster
- Baumann L. & Co. (Leopold Baumann & William Bowman) 107 Av. A.
- Baumann S. & Brother (Samuel & Jacob Baumann) 235, 6th av.
- Baumann S. & Co. (Samuel and Jacob Bauman) 433, 8th av.
- Baumann Brothers (furniture) (Ludwig Baumann, only) 24 E. 14th & 23 E. 13th
- Baumann Brothers (grocers) (Albert & William Baumann) 16 Av. B.
- Baumann & Egeling (Charles R. Baumann & William A. Egeling) 240 South
- Baumann & Schleissner (Albert & Isaac Baumann & Lewis Schleissner) 3344, 3d av.
- Baumann & Stumpf (dissolved) 182 E. 119th
- Baumert B. (Caroline Baumert, only) 166 & 1710, 1st av.
- Baumert F. X. & Co. (Christina & Charles H. J. Baumert, only) 26 Av. A
- Baumgardner L. S. & Co. (Toledo, O.) (Harry G. White, agent) 84 W. B'way
- Baumgarten William & Co. (William & Emil Baumgarten & E. Spencer Hall) 321, 5th av. & 504 E. 74th
- Baur & Kocher (Eugene J. Baur & John H. Kocher) 33 John
- Baus Piano Co. (Jacob Doll, propr.) 402 E. 30th & E. 134th, c. Trinity av.
- Bausch & Lomb Optical Co. (Rochester, N. Y.) (Henry Fincke, N. Y., manager) 130 Fulton
- Baumann & Jaeger (John Baumann & Frederick W. Jaeger jr.) 653 Hudson
- Bavarian Lithographic Stone Co. (Pappenheim, Bavaria) (Henry Fensterer, N. Y. manager) 143 Worth
- Bavarian Star Brewing Co. (N. Y.) (Julius Stapff, Pres.; Charles Heidenheimer, Sec.; Valentine P. Snyder, Treas. Capital, \$1,000,000. Directors: Julius Stapff, Charles Heidenheimer, Valentine P. Snyder, George M. Hard, I. Dannenberg) 240 W. 18th & 255 W. 17th
- Baw & Pilzer (no inf.) r. 92 Att'y
- Bawer & Gleich (Herman Bawer & Louis Gleich) 141 Wooster
- Bawo & Dotter (Francis H. Bawo, Henry Witte & Gustav Otto, only) 30 Barclay
- Baxter Richard jr & Co. (Richard Baxter jr, no Co.) 45 B'way
- Baxter Wrecking Co. (John F. Baxter, propr.) 308 West
- Baxter J. & L. (Phila., Pa.) (V. Leon Mazzur, N. Y., manager) 621 B'way
- Baxter jr. & Burke (dissolved) 2580, 3d av.
- Baxter & Co. (Lewis T. Baxter & Oscar C. Selbach) 3 Union sq., W.
- Bay Line (Baltimore, Md.) (Howard V. Tompkins, agent) 287 B'way
- Bay Ridge & Sea Beach Ferry Co. (N. Y.) (Capital, \$10,000. Directors: Charles C. Protheroe, Irving S. Carmer, William O. Platt, James T. Nelson, Charles B. Lambert) 56 Wall
- Bay State Beneficiary Assn. (Westfield, Mass.) (John B. Powell, agent) 29 B'way
- Bay State Corset Co. (Springfield, Mass.) (Charles M. Adams, agent) 99 Franklin
- Bay State Shoe & Leather Co. (Mass.) (Charles E. Bigelow, Pres.; William C. Beecher, Sec.; Frederick A. Neergaard, Treas. Capital, \$400,000. Directors: Charles E. & Edwin W. Bigelow, Frederick A. Neergaard, John B. Colton, Thomas E. Hapgood, William C. Beecher) 91 Chambers & 73 Reade
- Bayart-Parent Freres (Roubaix, France) (William H. Brown, agent) 60 White
- Bayaud & Stevens (Theodore W. Bayaud, only) 62 New
- Bayer Detective Agency (not inc.) (Etienne Bayer & Charles Z. Birnbaum) 234 B'way
- Bayer Brothers (furs) (Adolph & Charles Bayer) 99 Gold
- Bayer Brothers (pants) (dissolved) 29 Cath.
- Bayer & Scherbner (Charles Bayer & Paul Scherbner) 449 W. 41st
- Baylis Thomas & Co. (Redditch, Eng.) (Strauss, Sachs & Co., agents) 355 B'way
- Baylis & Co. (Abraham B. & William Baylis & Alfred R. Kimball) 44 Exch. pl.
- Bayliss & Bayliss (Benjamin H. & Lucien S. Bayliss) 170 B'way
- Bayne William & Co. (William & William jr. & Lawrence P. Bayne) 97 Front
- Bayne H. D. & Co. (Henry D. Bayne & Bernard Eekhout) 32 Nassau
- Bazaar Glove Fitting Pattern Co. (Dumars & Bladworth, proprs.) 128 White
- Beaber & Steinberg (no inf.) 47 Bleeker

NEXT ITEM

THE TROW

(FORMERLY WILSON'S)

Copartnership ^{and} Corporation

DIRECTORY

OF THE

Boroughs of Manhattan and the Bronx.

CITY OF NEW YORK

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FIFTIETH YEAR

MARCH, 1902.

PUBLISHED BY

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DIRECTORY DEPARTMENT,

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Original from
CORNELL UNIVERSITY

Bartlett, Frazier & Co. (Chicago, Ill.) (Alfred T. Martin, N. Y. manager) 223 Produce Ex. & 7 New

Bartlett, Hayward & Co. (Thomas J. Hayward & Edward L. Bartlett, only) 100 B'way

Bartmer & Korn (George A. D. Bartmer & John Korn) 59 Rutgers

Bartoli G. & Co. (Giuseppe Bartoli & Giuseppe Raffaelli) 215 E. 29th

Barton Mfg. Co. (N. Y.) (Robert Wilday, Pres.; James Wilday, Sec. Capital, \$15,000. Directors: Robert & James & Kate & Robert P. Wilday) 338 B'way

Barton & Co. (no inf.) 543 5th

Barton & Guestier (Bordeaux, France) (E. La Montagne & Sons, agents) 45 Beaver

Bartow Theo. & Sons (Maria L. Bartow & Henry P. Browning, only) 140 Nassau

Bartram F. S. & C. B. (Ferdinand S. & Charles B.) 126 William

Bartram Brothers (Joseph B. & Joseph Percy Bartram & Seth W. Fox) 62 Pearl

Bartsch Herman, Printing House (T.N.) (refused) 87 Frankfort

Baruch Hugo & Co. (Berlin, Germany) (Alexander Graus, N. Y. manager) 125 W. 37th

Baruch H. & Son (Harris & Benjamin Baruch) 15 Av. A

Barwest Coaster Brake Co. (N. J.) (Perley M. Berry, Pres.; Frank F. Weston, Sec. Capital, \$100,000; further inf. unattainable) 83 Chambers

Barwise & Son (dissolved) 83 Water

Barzellotti & Viani (Palmazio Barzellotti & Alessandro Viani) 1112 1st av.

Barzilay & Kleeblatt (David J. Barzilay & Julius Kleeblatt) 167 Wooster

Basch Brothers (Joseph & Samuel Basch) 67 Spring

Basel Coffee (R.T.N.) (Abraham Borsuk & Osher Zirinsky) 143 Division

Basha Tanuis & Son (Tanuis & Najeeb Basha) 6 Carlisle

Bashlin Valve Co. (Warren, Pa.) (Benjamin F. Freeman, N. Y. manager) 177 B'way

Baskin & Oseroff (David Baskin & Isaac Oseroff) 185 6th av.

Bass Foundry & Machine Co. (Ft. Wayne, Ind.) (represented by F. Ruel Baldwin) 141 B'way

Bass Paint Co. (N. Y.) (Albert R. Bass, Pres.; Benjamin C. Bass, Sec. Capital, \$20,000. Directors: Albert R. & Benjamin C. Bass, Allan Pendleton) 108 Fulton

Bass E. & J. (Ephraim & Jacob) 610 B'way

Bass, Ratcliff & Gretton (Ltd.) (Burton-on-Trent, Eng.) (Henry C. Langhaar, N. Y. manager) 58 Broad

Bassemir John & Son (John E. & Harry E. Bassemir) 127 Worth

Bassett George F. & Co. (Edward F. Anderson & Frederick H. Doremus, only) 49 Barclay & 52 Park pl.

Bassett Jewelry Co. (Providence, R. I.) (represented by William E. Copeland) 37 Maiden la.

Bassett Robert N., Co. (Derby, Ct.) (represented by Friend A. Russ, Pres.) 354 B'way

Bassett William A. & Co. (no inf.) 150 Nassau

Bassett Brothers (Edwin Barton Bassett & Joseph P. Bassett) 564 B'way

Bassett & Co. (Andrew L. Bassett, no Co.) Pier 29 (new) E. R.

Bassett & Sutphin (Charles F. Bassett & Joseph H. Sutphin) 45 Beekman

Bassett & Williams (Edward M. Bassett & Edward H. Williams) 135 B'way

Bassi & Mazza (dissolved) 202 Thompson

Basso & Bernieri (Bartolomeo Basso & Lorenzo Bernieri) 89 Baxter

Bastable & Carroll (Lawrence Bastable & William J. Carroll) 277 5th av.

Bastin, Merryfield & Co. (St. Gall, Switzerland) (Harry F. Barre, agent) 467 B'way

Bastine & Co. (Andrew J. & Mary E. Bastine) 19 Warren

Baszanger Jacques & Co. (London, Eng.) (Max Baszanger, agent) 108 Fulton

Bataille A. & Co. (Achille Bataille & Charles J. Herson) 587 Hudson

Batavia & N. Y. Wood Working Co. (Batavia, N. Y.) (represented by Henry J. Holmes) 101 W. 66th

Batchelder & Lincoln Co. (Boston, Mass.) (Lionel E. Levy, N. Y. manager) 127 Duane

Batcheller George C. & Co. (N. Y.) (George C. Batcheller, Pres.; Henry D. Miller, Sec. Capital, \$600,000. Directors: George C. Batcheller, Edward W. Russell, Henry D. Miller) 345 B'way

Batcheller & Adee (George E. Batcheller & George T. Adee) 45 Pine

Batcheller & Co. (Frank W. Batcheller, no Co.) 168 Hudson

Batchelor & Stenson (George T. Batchelor & Samuel Stenson) 66 W. B'way

Bateman & Miller (Charles E. Bateman & John Miller) 145 E. 23d

Bateman & Miller Co. (dissolved) 145 E. 23d

Bates C. F., Co. (N. Y.) (Charles G. Pratt, Pres.; Thomas H. Barrington, Sec.; Lewis H. Rogers, Treas. Capital, \$100,000. Directors: Charles G. Pratt, Thomas H. Barrington, Lewis H. Rogers, James E. Walsh) 215 W. End av.

Bates Charles Austin, Co. (N. Y.) (Charles Austin Bates, Pres.; Henry V. Brandenburg, Sec. Capital, \$50,000. Directors: Charles Austin Bates, Henry V. Brandenburg) 132 Nassau

Bates Louis A., Co. (N. Y.) (Louis A. Bates, Pres.; Clarence D. Bowman, Sec. Capital, \$10,000. Directors: Louis A. Bates, Clarence D. Bowman, George G. Sands) 739, 6th av.

Bates Machine Co. (engines) (Ill.) (Joseph Winterbotham, Pres.; W. O. Bates, Sec. Capital, \$500,000; further inf. unattainable) 253 B'way

Bates Machine Co. (machines) (N. J.) (Edwin G. Bates, Pres.; Charles Spielmann, Sec.; Henry C. Ware, Treas. Capital, \$100,000. Directors: J. H. Wright, John T. Underwood, Henry C. Ware, Charles Spielmann, Edwin G. Bates) 346 B'way

Bates Mfg. Co. (machines) (N. Y.) (William E. Gilmore, Pres.; John F. Randolph, Sec. Capital, \$25,000. Directors: William E. Gilmore, John F. Randolph, Samuel Insull) 135, 5th av.

Bates Mfg. Co. (sheetings) (Lewiston, Me.) (Bliss, Fabyan & Co., agents) 34 Thomas

Bates Martin jr. & Co. (Charles S. & C. Francis Bates & Lewis H. Rogers, only) 27 Washn. pl.

Bates Pub. Co. (N. Y.) (Charles Austin Bates, Pres.; Henry V. Brandenburg, Sec. Capital, \$25,000. Directors: Charles Austin Bates, Henry V. Brandenburg) 132 Nassau

Bates Realty Co. (N. Y.) (Charles A. Bates, Pres.; Henry V. Brandenburg, Sec. Capital, \$125,000. Directors: Charles A. Bates, Henry V. Brandenburg, George Ethridge) 6 Wall

Bates W. A., Mfg. Co. (consolidated with Am. Can Co., which see) 11 B'way

Bates A. J. & Co. (Andrew J. & Jerome E. Bates) 202 Church & 50 Thomas

Bates C. F. & Co. (Charles F. Bates & Isidore Grossman) 801 B'way

Bates L. L. & Co. (Boston, Mass.) (John M. Mossman, agent) 72 Maiden la.

Bates Brothers Co. (Athol, Mass.) (William Barnett, N. Y. manager) 554 B'way

Bates & Foulke (Charles S. Bates & John B. Foulke) 462 Hudson

Bates & Murray (Tacoma, Washn.) (represented by Bradford A. Bullock) 220 B'way

Bates & Rossire (dissolved) 477 Broome

Bateson & Dowd (Charles E. Bateson & Joseph Dowd) 78 Franklin

Bathgate Av. Tea & Coffee Co. (R.T.N.) (William R. Burke) E. 181st c Bathgate av.

Bathrick Mailing Co. (R.T.N.) (Lewis E. Bathrick) 25 E. 14th

Batjer & Co. (Henry Batjer, Alfred Leeb, Ferdinand Hartwig & Louis Nova) 45 B'way

Batnick & Scheffer (Benjamin Batnick & Samuel S. Scheffer) 1055 Park av.

Batoplias Mining Co. (N. Y.) (George W. Quintard, Pres.; Lyndon H. Stevens, Sec.; Hosmer B. Parsons, Treas. Capital, \$9,000,000. Directors: George W. Quintard, Hosmer B. Parsons, Louis H. Scott, Lyndon H. Stevens, N. F. Palmer, Edward V. Loew, Samuel Elliott, William F. Muttingly, Alexander R. Shepherd, George Christall, Henry E. Howland, Frederick A. Libbey, James H. Breslin) 29 B'way

Batsford & Son (dissolved) 176 B'way

Batt Simon & Co. (Simon Batt, no Co.) 47 Murray

Batt, Gunst & Esberg (dissolved) 47 Murray

Battalia Leo H. & Co. (no inf.) Park av. n E. 130th

Battelle & Renwick (N. Y.) (John G. Steenken, Pres.; William J. Bennett, Sec.; E. J. Brockett, Treas. Capital, \$250,000. Directors: William J. Bennett, John C. Steenken, E. J. Brockett, William C. Renwick, G. W. Steenken) 163 Front

Battelle, Hurd & Co. (Eugene Battelle & Charles R. Hurd, no Co.) 55 Worth

Battelli & Cannava (Antonio Battelli & John Cannava) 234 Washn.

Batten George & Co. (George Batten & William H. Johns) 38 Park row

Batten, Harrison & McMaster (Joseph Z. Batten, Joseph D. Harrison & Charles A. McMaster) 51 Franklin

NEXT ITEM

THE TROW

(FORMERLY WILSON'S)

LAW DEPARTMENT

NEW YORK.

RECEIVED
MAY 18 1904

Copartnership *and* Corporation

DIRECTORY

OF THE

Boroughs of Manhattan and the Bronx

CITY OF NEW YORK

GIVING THE PARTNERS AND SPECIAL PARTNERS OF EACH FIRM; THE OFFICERS, CAPITAL AND DIRECTORS OF THE BANKS, BUSINESS AND MANUFACTURING CORPORATIONS AND INSURANCE COMPANIES, AND THE STATE UNDER WHOSE LAWS THEY WERE INCORPORATED; REGISTERED AND UNREGISTERED TRADE NAMES AND PROPRIETORS THEREOF; ALSO FOREIGN FIRMS DOING BUSINESS IN NEW YORK, WITH THE LOCATIONS OF THEIR HOME OFFICES AND THE NAMES OF THEIR NEW YORK REPRESENTATIVES OR AGENTS.

FIFTY-SECOND YEAR

MARCH, 1904.

PUBLISHED BY

TROW DIRECTORY, PRINTING & BOOKBINDING CO.

(Member of the Association of American Directory Publishers)

DIRECTORY DEPARTMENT,

89 Third Avenue, Borough of Manhattan, City of New York.

PRICE SIX DOLLARS.

WITH MONTHLY SUPPLEMENT, \$10.00.

tors: George W. Quintard, Edward V. Loew, Enrique C. Creel, Hosmer B. Parsons, N. F. Palmer, George Christall, Henry E. Howland, Samuel Elliott, William F. Mattingly, Louis H. Scott, James H. Breslin, Lyndon H. Stevens, A. R. Shepherd jr.) 45 B'way
Batschari & Co. (no inf.) 50 B'way
Batt Simon & Co. (Simon Batt, no Co.) 47 Murray
Battelle & Renwick (N. Y.) (John G. Steenken, Pres.; William J. Bennett, Sec.; Edward J. Brockett, Treas. Capital, \$250,000. Directors: William J. Bennett, John G. & G. W. Steenken, Edward J. Brockett, William C. Renwick) 163 Front
Battelle, Hurd & Co. (Eugene Battelle & Charles R. Hurd, no Co.) 53 Worth
Battelli & Cannava (Angelo Batelli & Giovanni Cannava) 232 Washn.
Batten George & Co. (George Batten, William H. Johns & Roger T. Dodd) 38 Park row
Batten, Gross & Co. (Joseph Z. Batten, Frank Gross, Joseph D. Harrison & James L. Thayer) 22 White
Batterman & Seggie (Christopher H. Batterman & William Seggie jr.) 2038 Amsterdam av.
Batterson & Elsele (N. Y.) (John Elsele, Pres.; Henry R. Wright, Treas.; Lucien P. Druck, Sec. Capital, \$200,000. Directors: John Elsele, James G. Batterson, W. B. Beach, Henry R. Wright, Lucien P. Druck) 431, 11th av.
Battery Place Realty Co. (N. Y.) (William H. Chesebrough, Pres.; John M. Stoddard, Sec.; Oakleigh Thorne, Treas. Capital, \$850,000. Directors: William H. & Robert A. Chesebrough, Oakleigh Thorne, William G. Park, John M. Stoddard, George P. Messervy, G. Howard Davison) 135 B'way
Battey W. J. & Co. (William J. Battey, Frank T. Trull & Thomas L. Foulkes) 72 Leonard
Battle W. W. & Co. (William W. Battle, no Co.) Produce Ex. E 4
Battin & Co. (John D. Battin, no Co.) 33 Union sq. W.
Battinelli & Campolongo (Aniello Battinelli & Giuseppe Campolongo) 8 Spring
Battista Brothers (Domenico Battista, only) 409 W. 42d
Battista & Inglima (Vincenzo Battista & Gaetano Inglima) 62 Av. A
Battle P. & Co. (Pablo Battle & Caesar A. Baranco) 192 Water
Battles, Heye & Harrison (Frank Battles, George G. Heye & Hugh H. Harrison) 52 B'way
Bauchelle Mfg. Co. (N. J.) (John M. Bauchelle, Pres.; William M. Bauchelle, Sec. Capital, \$100,000. Directors: John M. & William M. Bauchelle, Jasper C. Winn) 76 Park pl.
Bauden Co. (N. Y.) (Capital, \$250,000. Directors: John J. Banigan, Bertis L. Arbream; further inf. unattainable) no address
Bauendahl H. & Co. (Alfred Roelker & Anthony D. Holmes—special partners, Marie Wachs & Thekla Kerler, Karlsruhe, Germany & Ferdinand Koch, Cologne, Germany, each, \$50,000; terminates 31st Dec., 1908) 61 Worth
Bauer Michael (Michael Kaesbauer, only) 2079, 8th av.
Bauer Philip & Co. (Hamburg, Germany) (P. R. Dreyer Co., agents) 68 Broad
Bauer H. J. & Co. (Henry J. & John M. Bauer) 677 Melrose av.
Bauer Brothers (Charles & Jacob Bauer) 1489 Park av.
Bauer & Black (Chicago, Ill.) (Hial S. Edgerly, N. Y. manager) 67 Fulton
Bauer & Doctor (Charles G. Bauer & Louis Doctor) 247 Bowery
Bauer Brothers & Co. (San Francisco, Cal.) (William G. Happy, agent) 43 Leonard
Bauer's Charles, Son & Co. (Phila., Pa.) (Francis X. O'Donnell, agent) 621 B'way
Bauer's Exchange (R.T.N.) (Merigold & Benedict) 33 Union sq. W.
Bauerdorf & Wollins (dissolved) 373 B'way
Bauerman-Weller Co. (dissolved) 823, 6th av.
Bauersfeld Brothers (Max & Paul Bauersfeld) 207 Lewis
Baum Mike & Co. (Mike Baum & Michael Schiff) 20 Waverley pl.
Baum L. & Co. (Leopold Baum & Isaac Neuhäuser) 310 Church
Baum L. & D. (Lemuel & David) 987 Madison av.
Baum M. J. & Co. (Oklahoma, O. Ter.) (David R. Heine, N. Y. manager) 74 Grand
Baum Brothers (pawnbrokers) (Jacob & Herman Baum) 186 Bowery
Baum Brothers (real estate) (Lemuel & David Baum) 8 Chrystie
Baum & Medicus (Harry H. Baum & Jacob J. Medicus) 119 Fulton

NEXT ITEM

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FIFTY-FOURTH YEAR

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89 Third Avenue, Borough of Manhattan, City of New York.

PRICE TEN DOLLARS.

WITH TEN MONTHLY SUPPLEMENTS.

BAS

61

BAT

Bass O. & Co. (no inf.) 42 B'way
 Bass V. & Co. (Turin, Italy) (Shipley & Blauvelt, agents) 621 B'way R. 516
 Bass Brothers (Herman & Rudolph Bass) 103 Reade
 Bass & Bangel (dissolved) 65 E. 8th
 Bass & Co. (Pensacola, Fla.) (LeRoy L. Jay, buyer) 47 Lispenard
 Bass, Ratcliff & Gretton (Ltd.) (Burton-on-Trent, Eng.) (Henry C. Langhaar, N. Y. manager) 72 Warren
 Basseches & Tepper (Morris Basseches & George Tepper) 2 Spring
 Bassemir John & Son (Harry E. Bassemir, only) 125 Worth
 Bassett Furniture Co. (Bassett, Va.) (Isse Koch & Co., agents) 428 Lex. av.
 Bassett George F. & Co. (Edward F. Anderson & Frederick H. Doremus, only) 49 Barclay & 52 Park pl.
 Bassett Jewelry Co. (Providence, R. I.) (represented by William E. Copeland) 37 Maiden la. R. 36
 Bassett Robert N., Co. (Derby, Ct.) (represented by Friend A. Russ, Pres.) 396 B'way
 Bassett & Co. (Andrew L. Bassett, no Co.) Pier 29 (new) E. R.
 Bassett & Sutphin (Charles F. Bassett & Joseph H. Sutphin) 45 Beekman
 Bassett & Thompson (dissolved) 135 B'way
 Bassett, McNab & Co. (Phila., Pa.) (Frederick W. Sandquist, N. Y. manager) 874 B'way R. 905
 Bassett, Thompson & Gilpatric (Edward M. Bassett, Wilson W. Thompson & Walter H. Gilpatric) 277 B'way R. 1708
 Bassett-Seggermann Co. (N. Y.) (William R. Bassett, Pres.; Frederick K. Seggermann, Sec. Capital, \$5,000. Directors: William R. Bassett, Frederick K. Seggermann, Walter M. Bennet) 93 Wall R. 206
 Bassford Realty Co. (dissolved) 627 E. 138th
 Bassinger Mfg. Co. (R.T.N.) (Clara P. Bassinger) 150 Nassau R. 927
 Basso & Bernleri (Bartolomeo Basso & Lorenzo Bernleri) 89 Baxter
 Bassoff & Chapman (dissolved) 218 Broome
 Bastable & Carroll (dissolved) 277, 5th av.
 Bastable & Co. (Lawrence Bastable & Andrew G. Sjogren) 297, 5th av.
 Bastian Brothers (Rochester, N. Y.) (Bernard M. Moore, N. Y. manager) 150 Nassau R. 1804
 Bastide & Co. (Marguerite Bastide & Edward Blondet) 574 Lex. av.
 Bastine & Co. (Andrew J. & Mary E. Bastine) 19 Warren
 Baswitz Kapok Life Preserver Co. (N. Y.) (Emil Taussig, Pres.; Edgar H. Rosenstock, Sec. Capital, \$50,000. Directors: Emil Taussig, Moses M. Marcuse, Edgar H. Rosenstock) 9 E. 59th
 Baszanger Jacques & Co. (London, Eng.) (Edwin N. Wolf, N. Y. manager) 108 Fulton R. 911
 Bataille A. & Co. (Achille Bataille & John Brown) 587 Hudson
 Batavia Preserving Co. (Middleport, N. Y.) (Charles Dimmock, N. Y. manager) 105 Hudson R. 306
 Batavia Realty & Construction Co. (N. Y.) (James Brisbane, Pres.; Cornelius S. Pinkney, Sec. Capital, \$50,000. Directors: James & George Brisbane, Cornelius S. Pinkney, James F. Oliver, Albert Holbrook) 320 B'way R. 310
 Batavia Sea & Fire Ins. Co. (Ltd.) (Batavia, Java) (Walker & Hughes, agents) 79 Wall R. 1105
 Batavia & N. Y. Woodworking Co. (Batavia, N. Y.) (represented by Frank S. Bosworth) 949 B'way R. 1612 & 101 E. 125th
 Batchelder & Lincoln Co. (Boston, Mass.) (B. & L. Factories, agents) 144 Duane
 Batchelder's Restaurant Co. (R.T.N.) (Ivers J. Batchelder) 275 G'wich
 Batcheller George C. & Co. (N. Y.) (George C. Batcheller, Pres.; William H. Batcheller, Sec. Capital, \$600,000. Directors: George C. & William H. Batcheller, Edward W. Russell) 345 B'way
 Batcheller Importing Co. (R.T.N.) (George C. Batcheller, Edward W. Russell & Carlton S. Welch) 343 B'way
 Batcheller Pneumatic Tube Co. (W. Va.) (John E. Milholland, Pres.; George J. Murray, Sec. Capital, \$2,000,000. Directors: John E. Milholland, John F. Montignani, Charles T. Horrop, Birney C. Batcheller, William J. Kelly) 52 B'way R. 209
 Batcheller & Adeo (dissolved) 45 Pine R. 54
 Batcheller, Adeo & Rawlins (George E. Batcheller, George T. Adeo & Herbert N. Rawlins) 38 Broad

Bateman & Miller (Charles E. Bateman & John Miller) 145 E. 23d
 Bates Advertising Co. (N. Y.) (Converse D. Marsh, Pres.; C. R. Woods jr., Sec. Capital, \$500,000. Directors: Converse D. Marsh, C. R. Woods jr.) 182 William
 Bates C. F., Co. (N. Y.) (Thomas H. Barrington, Pres.; Lewis H. Rogers, Sec. Capital, \$100,000. Directors: Thomas H. Barrington, Lewis H. Rogers, James E. Walsh, James Burns) 215 W. End av.
 Bates Louis A., Co. (R.T.N.) (John W. Ferrier) 739, 6th av.
 Bates Machine Co. (engines) (Joliet, Ill.) (A. D. Granger Co., agents) 95 Liberty R. 1202
 Bates Machine Co. (machines) (N. J.) (Edwin G. Bates, Pres.; Benjamin B. Conrad, Sec. Capital, \$100,000. Directors: Edwin G. Bates, Benjamin B. Conrad, Alexander Gordon, John T. Underwood) 346 B'way R. 1239
 Bates Mfg. Co. (machines) (N. Y.) (William E. Gilmore, Pres.; John F. Randolph, Treas.; Alphonse Westee, Sec. Capital, \$25,000. Directors: William E. Gilmore, John F. Randolph, Alphonse Westee) 31 Union sq. W., R. 400
 Bates Mfg. Co. (sheetings) (Lewiston, Me.) (Bliss, Fabyan & Co., agents) 34 Thomas
 Bates Martin jr. & Co. (N. Y.) (C. Francis Bates, Pres.; Lewis H. Rogers, Sec. Capital, \$150,000. Directors: C. Francis Bates, Lewis H. Rogers, Franklin A. Smith) 25 Washn. pl.
 Bates Street Shirt Co. (Lewiston, Me.) (William F. Mohan, N. Y. manager) 31 Union sq. W., R. 1101
 Bates A. J. & Co. (N. Y.) (Andrew J. Bates, Pres.; Joseph H. Courtenay, Sec.; Edgar A. Bates, Treas. Capital, \$400,000. Directors: Andrew J. & Edgar A. Bates, Joseph H. Courtenay, David J. Allen, William H. But-ton) 176 Duane
 Bates C. F. & Co. (Charles F. Bates & Isidor Grossman) 805 B'way
 Bates J. E. & Co. (Jerome E. & Leonard W. Bates) 202 Church
 Bates Brothers Co. (Athol, Mass.) (Maxwell Kanzel, agent) 487 B'way R. 511
 Bates Brothers Real Estate Co. (N. Y.) (William P. Dixon, Pres.; Lewis H. Rogers, Sec. Capital, \$365,000. Directors: C. Francis Bates, George H. Newhall, Jonathan Bates, William P. Dixon) 25 Washn. pl.
 Bates & Bacon (Attleboro, Mass.) (represented by Henry R. Middlebrook) 11 Maiden la. R. 1406
 Bates & Neilson (dissolved) 42 B'way
 Bates & Roberts (Benjamin L. M. Bates & Louis P. Roberts) 112 Park av.
 Bateson & Dowd (Charles E. Bateson & Joseph Dowd) 78 Franklin
 Batesville Novelty Co. (no inf.) 428 Lex. av.
 Bath Iron Works (Ltd.) (Bath, Me.) (William I. Babcock, N. Y. manager) 8 Bridge R. 1018
 Bath Portland Cement Co. (Bath, Pa.) (represented by Benjamin F. Stradley, 2d V.-Pres.) 1123 B'way R. 715
 Bathgate Real Estate Exchange (dissolved) E. 174th c. Bathgate av.
 Bathrick Mailing Co. (R.T.N.) (Bertha C. Bathrick) 4 W. 14th & 3 W. 13th
 Batjer & Co. (Henry Batjer, Alfred Leeb & Louis Nova) 45 B'way
 Batnick & Scheffer (Benjamin Batnick & Samuel S. Scheffer) 1055 Park av.
 Batopilas Mining Co. (N. Y.) (George W. Quintard, Pres.; Lyndon H. Stevens, Sec.; Hosmer B. Parsons, Treas. Capital, \$9,000,000. Directors: George W. Quintard, Edward V. Loew, Enrique C. Creel, Hosmer B. Parsons, N. F. Palmer, Francis D. Merchant, Henry E. Howland, Samuel Elliott, William F. Mattingly, Louis H. Scott, James H. Breslin, Lyndon H. Stevens, A. R. Shepherd jr.) 45 B'way R. 212
 Batt Simon & Co. (N. Y.) (Simon Batt, Pres.; George F. Huber, Sec.; Jesse R. Batt, Treas. Capital, \$100,000. Directors: Simon & Clarence S. & Jesse R. Batt, George F. Huber) 332 Canal
 Batt G. M. & Co. (dissolved) 97 Wooster
 Batt & Cohn (George M. Batt & Samuel Cohn) 97 Wooster
 Battalia Leo H. & Co. (Bailey Piano Co. only) Canal pl. c. E. 138th
 Battelle & Renwick (N. Y.) (John G. Steenken, Pres.; William J. Bennett, Sec.; Edward J. Brockett, Treas. Capital, \$250,000. Directors: William J. Bennett, John G. & G. W. Steenken, Edward J. Brockett, William C. Renwick) 163 Front
 Battelle, Hurd & Co. (Eugene Battelle & Charles R. Hurd, no Co.) 817 B'way

NEXT ITEM

Tucker & Altschul New

Tucker & Altschul have established a commercial stationery and printing business at 321 Lafayette street, New York, and formally opened their attractive store on Saturday, November 12th. The members of the firm were formerly engaged in the fibre, folding and corrugated box business, and are continuing these lines, as well as a paper and twine department.

* * *

Stationers Enjoy Thanksgiving Dinner

The Stationers' Association of New York met for its regular monthly gathering on Monday, November 21, at the Drug and Chemical Club, and, in keeping with the season, enjoyed a Thanksgiving dinner of turkey, cranberry sauce and all the etceteras. The meeting was well attended, more than 125 being present.

During the business session Charles A. Lent brought up the question of the proposed national budget, urging that the association go on record as favoring it, and lending its influence to the movement for its establishment. Mr. Lent told of the Budget Guard which is being formed by the National Budget Committee and through which it is hoped to enlist the business men of the country in behalf of the movement. Mr. Lent is the representative for the stationery trade on the Budget Guard Committee.

As a result of Mr. Lent's presentation, the association adopted the following resolution:

"WHEREAS, There must be a reduction of Federal taxation to permit a revival of business and return of prosperity;

"There can be no reduction of taxation until there is a substantial reduction of government expenditures;

"There can be no sufficient reduction in government expenditures without the general adoption of a national budget.

"Resolved, That the Stationers' Association of New York in regular meeting November 21, 1921, strongly endorses the plan of a national budget as outlined by General Charles G. Dawes, head of the Business Department of the Government, and pledges its influence toward accomplishing the desired purpose.

"Further, That this association shall seek instruction from the National Budget Committee as to the best method for rendering all assistance within its power."

President Franke reported on the formation of the retailers' group organization in New York, further information concerning which appears in another column. Edward Gash reported on the plans for the annual banquet.

The speaker of the evening was A. J. Schmidt, president of the Consolidated Stamp Company and chairman of the finance committee of the International Association of Stamp Manufacturers. He spoke on the making of a rubber stamp, illustrating his talk with specimens of the stamp in various stages of development. His talk demonstrated the amount of time and trouble required in making a stamp and he made a plea for better business methods in handling rubber stamps. Full of sound business sense and lightened by a native wit which kept his hearers in almost constant laughter, Mr. Schmidt's talk made a decided hit.

President Franke reported the appointment of the following committees:

Entertainment—Edward Gash, George B. Hurd & Company, chairman; J. Thomas Hill, Corlies, Macy & Company; Harry Rogers, Wilbur & Hastings; Harry Shipman, Eberhard Faber; J. M. Campbell, Wilson-Jones Loose Leaf Company; Charles D. Brewer, H. K. Brewer Company.

Membership—Fred Tilton, Boorum & Pease Company, chairman; A. Langstadter, A. Langstadter Company; William E. Ward, John Ward & Son; William C. Siegert, W. C. Siegert Company; Joseph Kirch, Yawman & Erbe Manufacturing Company; Charles Krickel, National Blank Book Company; A. C. Shearman, Irving-Pitt Manufacturing Company; Harry L. Erny, Hunt Pen Company; J. M. Campbell, Wilson-Jones Loose Leaf Company; Van Brunt Tandy, Van Brunt Tandy Company; Eugene Tower, Jr., E. H. Tower Company; J. H. Collins, W. Reid Gould; J. J. O'Brien, J. J. O'Brien & Son.

Engraving, Printing and Lithographing—Charles Brewer, H. K. Brewer Company, chairman; H. M. Hanfling, Merritt & Hanfling; R. E. Noble, Noble Engraving Company; Harry Rogers, Wilbur & Hastings; Charles A. Lent, Brown, Lent & Pett; J. J. O'Brien, J. J. O'Brien & Son.

Office Commodities—Joseph J. Kilbourn, L. A. Biglow Company, chairman; J. Austin Hanau, Fielder & Hanau; Victor J. Levy, A. Langstadter Company; N. Garbaden, Styles & Cash; A. A. Ryan, Smith & Thompson; Eugene Tower, Jr., E. H. Tower Company.

Blank Book and Loose Leaf—W. A. Stein, John Ward & Son; Fred Tilton, Boorum & Pease Company; Theodore H. Bailey, William Mann & Company; J. M. Collins, W. Reid Gould.

Paper—C. Hercey Lent, Boorum & Pease Company, chairman; Clarence Smith, Smith & Thompson; Harry W. Rogers, Wilbur & Hastings; William E. Ward, John Ward & Son.

Budget—William E. Ward, John Ward & Son; William C. Siegert, W. C. Siegert Company.

Auditing—William E. Ward, John Ward & Son; J. Thomas Hill, Corlies, Macy & Company; Joseph J. Kilbourn, L. A. Bigelow Company.

* * *

Annual Banquet February 6th

Plans for the annual banquet of the Stationers' Association of New York are rapidly taking form. It has been decided to hold this big social event of the season on February 6, instead of on February 3, as had been tentatively arranged, in order that President J. Ogden Pierson, of the National Association of Stationers and Manufacturers, can be present, as he will be in New York on that date. Edward Gash, chairman of the entertainment committee, is arranging to secure another prominent speaker, who will probably have as his subject the armament conference. As an economy measure the banquet will be held at the Hotel Astor, instead of at the Biltmore as in recent years. The committee feels that the change will meet with much favor at this time and no effort will be spared in bringing the program of speakers and entertainers to a higher standard than ever before.

New York Retailers Group to Be Organized Soon

Formation of a New York City local association of retail stationers, which has been under active consideration for some time, promises to materialize during the present month. The direct stimulus to the new group is the organization of the Middle Atlantic Retail Stationers' Association, of which this will be an affiliation and with which it will work hand in hand for the solution of local problems pertaining exclusively to retail stationers.

It is understood that the association will be in the nature of a working group of the Stationers' Association of New York and that all members must be members of the latter organization. Charles D. Brewer, of H. K. Brewer Company, and J. Thomas Hill, of Corlies, Macy & Company, are representatives of the New York trade to the Middle Atlantic Retail Stationers' Association, and are heading the movement to organize the local retailers. An organization meeting will be called during the week of December 5th.

* * *

Join New York Association

The Meade Stationery Company, of Greenwich and Stamford, Conn., has enrolled as members of the Stationers' Association of New York, at the same time retaining their membership in the Connecticut Valley Stationers' Association. While loyal in their support of the active Connecticut organization, Messrs. Todd and Meade find it more convenient to attend meetings in New York.

Other new members admitted at the November meeting were Julius Blumberg, 262 Grand street, New York, and M. C. Lazarus, 11 West Thirty-fifth street, New York.

* * *

Now C. J. Vanella & Company

C. J. Vanella & Company have succeeded the firm of W. J. Anderson & Company, 306 Broadway, New York, and continue the manufacture of shipping tags, non-curling gummed paper in all colors, gummed tape and sealing machines. They also carry a full line of calendars and calendar pads, and do patching, eyeletting and stringing.

* * *

No December Meeting

Owing to the Christmas holidays there will be no regular meeting of the Stationers' Association of New York during December. The board of directors will meet as usual.

* * *

Office Equip. House Chartered

W. E. Thayer Company, dealers in office equipment, Mt. Vernon, N. Y., has been incorporated by H. and S. T. Parr and H. B. Waldron. The concern is capitalized at \$10,000.

* * *

Bates Mfg. Co. Incorporated

The Bates Manufacturing Company, Orange, N. J., manufacturers of the "Bates" and "Wizard" numbering machines, has been incorporated under the laws of New Jersey, with a capital stock of \$200,000. The incorporators are Jerome D. Gedney, David A. McBride and Stanley L. Gedney, Jr.

responsibility. He has had thirty years experience in the printing trade, but in later years has given particular attention to the development of engraving and printing of paper money and at present is the only member of the printing trade on the Advisory Committee of Government Printing Works.

The purchase price paid by De La Rue for the shares in the two companies absorbed is approximately \$3,000,000 in cash. Mr. Powell states that the orders at present on hand are well above the average of previous years and that the enlarged company looks forward to the future with the greatest confidence. The works of Thomas De La Rue & Company, Ltd., are situated in London with branches in Paris and New York, and selling agencies in all important centers of the world. An item of interest to the stationery and jewelry trades that has been marketed by the New York Company during the past few months, is the famous "Onoto" fountain pen.

* * *

Gillette Razors, Not Fountain Pens

To refute the rumors that the Gillette Safety Razor Company planned to invade the fountain pen field, Frank J. Fahey, vice-president of the concern, issues the following statement: "Rumors have been circulated around Boston recently that the Gillette Company was interested in the development of a new company to manufacture fountain pens. We have no knowledge of any such company and are not interested in any proposition of this nature."

* * *

Dressing Your Windows

A window to be effective must be inviting. The passerby must be drawn to it. Not everyone is drawn by the same appeal, but some appeals are universal in their power to compel attention and invite favorable action.

"The power of beauty is part of the naked truth of things," says Joseph Conrad in "The Rescue."

So you choose your salespeople with an eye to their outward appearance. They must be well-mannered, their voices pleasant, their apparel neat,—and if you can count on all these and get a good measure of grace and beauty of person and figure along therewith, well, then, you have drawn a prize. (Don't think we forget the brains, of course.)

Talk about silent salesmen! What is a window but a regiment of silent salesmen always on parade?

Give a thought to your windows. We think the reproductions of window displays used on the opposite page to illustrate this article, will aid you.

What made them the success they were? The power of beauty,—beauty in color and hue of the window cards, of the boxes and labels, and of the goods themselves.

Wholesale Stationers' Convention

Harold C. Whittemore, secretary of the Wholesale Stationers' Association, has announced that the annual convention of the organization will be held February 23, 24 and 25, at the Hotel McAlpin, New York. The banquet will be held on Saturday night, February 25. An interesting program of addresses and trade discussions is being arranged.

* * *

Drive on Office Supplies

A nation-wide sales drive is now under way on blank books, loose leaf books, diaries, general office supplies and filing devices and supplies. Three weeks' intensive merchandising campaign, December 27 to January 15, inclusive, was recommended after a careful canvas of dealers all over the United States by the Committee on Selling Drives of the National Association of Stationers and Manufacturers.

During the first week after Christmas many dealers devoted their window displays entirely to blank books, loose-leaf books, diaries and calendar pads. The second week after Christmas has been designated for displays of transfer cases, filing devices and supplies. The third week after Christmas, the window should be arranged to show general office equipment and supplies, including typewriter accessories.

Urging upon stationers the advantages of co-operation in the drive as outlined above, Ralph S. Bauer, chairman of the committee, said: "This gives the greatest possible prominence to those goods that are most bought during the early part of the year. Dealers everywhere should supplement their window displays by advertising in the local newspapers the different classes of goods on display during the three weeks. The front part of the store should be devoted entirely to these particular classes of goods, removing those ordinarily carried in front to some other place, giving the entire selling prominence to the goods above mentioned. If dealers should have two good windows, it would be advisable to split up their exhibit and run it with changes throughout the entire three weeks. It is of importance that all goods be properly signed, and where possible the price should be displayed in connection with the article in the exhibit."

* * *

Dennison Addresses Sales Executors

At the sales executors' session of the Taylor Society's fall convention in Boston, Henry S. Dennison, president of the Dennison Manufacturing Company, stated that not over fifteen per cent. of the average salesman's time is spent in productive work, that is, as a salesman. Mr. Dennison at the time was discussing the report of a special committee which has been conducting an extensive survey of sales management during the past two years. He called attention to

the fact that he had sent his "time study" men along with several of his salesmen to determine how the productive time of the salesmen might be increased, not necessarily on the score of making them do more work, but in order that the management might better devise the schedules of the sales force. He ascertained that approximately ten per cent of the salesmen's time was expended in clerical work; fifteen per cent. in actual selling, and seventy-five per cent in "walking and waiting." The latter is an appalling loss of time and energy and if it could be minimized, it would pay splendid dividends to the salesmen and the organizations behind them.

* * *

Bates Manufacturing Company Reorganized

Reorganization of the Bates Manufacturing Company, Orange, N. J., was recently perfected and the new corporation has taken over the entire assets, patents and good will of the old Bates Manufacturing Company, which has been for twenty-five years under the control of Thomas A. Edison, Inc. Most of the stockholders of the new company are prominent people in the Oranges. There has been a complete change in the executive direction and management of the company.

C. S. A. Williams, formerly for several years with the Edison industries as assistant to Charles Edison, son of Thomas A. Edison, is president and treasurer. Stanley M. Babson, who has been for ten years with the National Lead Company and for the past four years sales manager of their die casting business, is vice-president and manager of sales. He joined the new company on December 15. David McBride, who is with the firm of Gedney & McBride, attorneys of Orange, is secretary. Other members of the board of directors are Frederick Tompkins, president of the Newark Plaster Company, and Chichester Kerr, head of the firm of C. C. Kerr & Company, investment securities, New York.

The new company has occupied its new plant at Orange, where the entire efforts of the management will be concentrated on development of the Bates number machine business. Considerable stock of finished machines and parts in process were acquired by the new company so that there was no interruption of the business caused by the necessary delay in moving. The company does not intend to inaugurate any radical changes in marketing methods, but does propose to establish a department for repairs and services which will take care of the needs and requirements of the customers efficiently and promptly. A certain amount of advertising will also be done and every effort will be made to develop the business along conservative lines.

Do you know our concern handles exclusively

WASTE PAPER AND RAGS

from printers, stationers and publishers? We always pay highest prices, and it will pay you to get in touch with us. Write for our prices before making your next shipment.

MISSOURI PAPER STOCK COMPANY, 2207-9 SCOTT AVE., ST. LOUIS, MO.

Buyers of Waste Paper and Rags

Private Siding, Terminal R. R. 22d Street

NEXT ITEM

Underwood Issues Attractive Folders to Advertise Underwood Portables.

The Underwood Typewriter Company has issued several very attractive little envelope folders, as a part of the Underwood Standard portable advertising campaign. These are artistically designed with illustrations in color. One is devoted to the use of the portable in the home. The front cover shows a handsome house set back on a lawn mid trees. Within is an attractive family gathering in the act of examining the machine. Another gives on the front cover a presentation of the symmetrical little machine with a vase of roses in the background. Within the idea is emphasized that the machine is easy to carry and to operate. A third folder presents on its front cover a picture of a traveler entering a train carrying in his hand the Underwood Standard portable enclosed in its case. Within he is shown seated in his Pullman car with the regulation table supplied by the Pullman Company before him, getting out his correspondence on the "traveler's best friend." These little bits of advertising are among the most attractive pieces of publicity we have seen for some time.

Bates Manufacturing Company Changes Hands.

A deal of interest to the trade which has been pending for some time has just been consummated. On November 14 a new corporation, the Bates Manufacturing Company of New Jersey, purchased the entire assets of the old Bates Manufacturing Company, including tools, dies, patents, etc., from Thomas A. Edison, Inc., of Orange, New Jersey, which company has been in control for the past twenty-five years. The officers of the new company include: C. S. A. Williams, president and treasurer; Stanley M. Babson, vice-president and sales manager; David McBride, secretary. Others among the directors are Frederick Tompkins, president, Newark Plaster Company, Newark, N. J., and Chichester C. Kerr, head of C. C. Kerr & Co., investment securities, New York.

Mr. Williams, the president and treasurer of the new corporation, has been associated for several years with the Edison industries at Orange, N. J., as assistant to Charles Edison, son of Thomas A. Edison. He was graduated from Williams College in the class of 1912.

Mr. Babson, the vice-president in charge of sales and exuorts, is also a Williams graduate and a member of the same class as Mr. Williams. For ten years he has been associated with the National Lead Company, 111 Broadway, New York City, the past four years of which, as sales manager of their die casting business.

The secretary, Mr. McBride, is a member of the firm of Gedney & McBride, attorneys at law in Orange, N. J. He will retain his connection with the law firm.

The majority of the stockholders of the new corporation are prominent residents of the Oranges of New Jersey, and a new modern factory, up-to-date in every detail, has been procured where the efforts of the management will be directed entirely towards serving the needs of their customers. An ample stock of finished machines were taken over from the Edison interests. This will obviate any interruption or delay in taking care of the needs of the customers. A repair and service department will be shortly in operation with greatly increased facilities where machines can be quickly repaired or cleaned, but arrangements have already been made to continue the repair business without any delay or interruption until the new department shall begin to function. It is Mr. Williams' expectation that the new factory will be in full operation by the 15th of December.

The sales office, in charge of Mr. Babson, will be continued at the Hudson Terminal building, 50 Church street, New York City, as formerly.

The Bates machine for numbering purposes is one of the oldest and best known in the industry and is generally considered as the pioneer in the field.

It is the desire of the company to maintain or better, if possible, the standards and quality of the product and to develop its uses and distribution both in the domestic and foreign markets.

British Stationers Honor Frank D. Waterman.

In recognition of his generous services with reference to the arrangements for British delegates to the October convention of the National Association of Stationers and Manufacturers, Frank D. Waterman (L. E. Waterman Company) has been elected an honorary member of the Stationers' Association of the United Kingdom.

This



SEAL

IS RECOGNIZED

by the typewriter fraternity as the insignia of the highest type of

REBUILT TYPEWRITERS

IN THE WORLD

SELL TYPEWRITERS that will make every customer your friend and a booster for you

SELL AMERICAN FACTORY REBUILTS

Let us send you our prices of ~~the~~ **FACTORY REBUILT TYPEWRITERS**

and also our

RENTAL GRADES

At the same time we will tell you about the

Century

the semi-portable typewriter for home and professional use or for the man who will not pay over \$50 for a new machine.

WRITE TODAY

DON'T DELAY

YOU REQUIRE RUBBER COVERS

for the machines you sell and rent. We make them, all kinds; big and little; plain or with the name of the typewriter or with your name and address.

SHALL WE SEND YOU A SAMPLE AND TELL YOU THE PRICES?

American Writing Machine Co.

Executive Office and Factory

Newark, N. J., U. S. A.

NEXT ITEM

Yawman & Erbe Co. Make Appointment

ANNOUNCEMENT was made recently by the Yawman & Erbe Mfg. Co., Rochester, N. Y., of the appointment of Geo. W. Schulz, of Cleveland, Ohio, to its staff of system service representatives specializing in banking and financial record keeping and filing systems. Mr. Schulz's field of operation will cover several of the central and mid-western states with headquarters at the Cleveland, Ohio, "Y and E" branch.

Mr. Schulz joined the "Y and E" selling organization in 1906 and spent two years following in active sales work. In 1908 he severed his connection to follow his inclinations for banking and took a position with the Cleveland Dime Savings Bank. Later this bank was merged with the Citizens Savings and Trust Company. During his service with these two institutions Mr. Schulz held every position in the Auditing Department and in 1914 was appointed manager of the Accounting Department. This position he occupied until re-entering the employ of the Yawman & Erbe Mfg. Co. in the latter part of 1920.

The practical experience in many phases of bank work which Mr. Schulz acquired during his business career has fitted him admirably for the new work which he has undertaken and will be of great value to banks and bankers who are in need of advisory service on record keeping and filing problems.

The Yawman & Erbe Mfg. Co. has a number of other bank specialists located in different financial centers so as to be in a position to give prompt and efficient service to its friends in banking and financial circles.

Reorganization of the Bates Mfg. Co.

ON November 14 the Bates Manufacturing Co., of Orange, N. J., a new corporation, the stockholders of which are composed mostly of prominent people in the Oranges, purchased the entire assets, machinery, patents, good will, etc., of the old Bates Manufacturing Co., which has been for twenty-five years under the control of Thos. A. Edison, Inc.

C. S. A. Williams, who has been connected with the Edison industries as assistant to Charles Edison, son of Thomas A. Edison, for several years, is president of the new company. Mr. Williams is a graduate of Williams College in the class of 1912. He is also treasurer of the company.

Stanley M. Babson, who has been for ten years connected with the National Lead Co. and for the past four years as sales manager of their die casting business, is vice-president of the company in charge of sales. Mr. Babson is also a Williams graduate and was a member of the same class with Mr. Williams. Mr. Babson came with the new company on December 15.

David McBride, who is with the firm of Gedney & McBride, attorneys, of Orange, N. J., is secretary of the company mentioned. Others of the directors are Frederick Tompkins, president of the Newark Plaster Co.,

and Chichester Kerr, head of the firm of C. C. Kerr & Co., investment securities, New York City.

The new company is moving into their new plant at Orange, N. J., where the entire efforts of the management will be concentrated in developing the Bates business. Considerable stock of finished machines and parts in process were acquired by the new company so that there will be no interruption of the business caused by the necessary delay in moving. The new company does not intend to inaugurate any radical changes in their marketing methods, but they do propose to establish a department for repairs and service which will take care of the needs and requirements of their customers efficiently and promptly. A certain amount of advertising will also be entered into and every effort will be made to develop the business along conservative lines.

The Bates machine is generally recognized as one of the highest grade machines for numbering purposes in the world and has been established for over twenty-five years. The new company states that the quality of the product will be absolutely maintained or bettered if it is possible to do so. The New York office, at 50 Church Street, will be continued and will be in charge of Mr. Babson.

NEWS OF THE PACIFIC COAST

(Continued from page 11)

desk transfer cases. Charles Victor, manager for this territory, said that holiday gifts do not affect his sales much, but December and January are the best months of the year, because people transfer their files during those months.

L. A. Wagner, of the Joseph Dixon Crucible Co., is in Southern California, but expects to spend the holidays in San Francisco.

George W. Skeels, representing the Bump Paper Co. and F. A. Schloss & Co., is visiting the San Francisco trade.

A recent visitor was Walter Funk, representing the F. S. Webster Co.

Goodwill and Prices

GOODWILL is the margin of service delivered to the customers beyond what they are asked to pay for.

If you sell an article to a customer at a price which leaves with him the impression that he paid all, or more, than it was worth, you create no goodwill. But if you deliver an article to a customer at the moment he needs it, and it is made so well that he never has reason to make a complaint about it, and the price is such that he feels that he got a square deal, you have delivered a margin of service which will come back to you in future business and recommendations of your service to others.—"McCloy's Red Oval."

NEXT ITEM

BUILDING BIGGER ENGRAVING BUSINESS*(Continued from page 7)*

of substantial business men was secured. A different type letter was mailed to the different classes of business men.

To the brokers went letters, written on the engraved letterheads of Brewood, written in the terms of their business, calling attention to the dignity of engraving. The real estate men received letters which told of the consequence attached to the letter written on the engraved letterhead, and its reflection of the integrity of the house which used it.

The lawyer was reminded of the formality and the impressiveness of the engraved letterhead. The banker was told of the dignity and the prestige carried by the engraved letterhead. Every class of business and professional man was solicited, the merchant receiving a letter which was written straight to him, showing his need for the engraved letterhead. The response to this campaign was surprising.

Within a short time the direct business department of the firm required the services of two women and a file clerk to handle this one class of engraving. And they have obtained a class of trade which will mean repeat orders for all time to come, for once a user of the engraved letterhead, it is hard for the business man to give it up, so he will repeat the orders from time to time during his years of business.

S. L. Elam Returns from Extensive Trip

MR. S. L. Elam of the Elam Paper Co., Marion, Ind., has just returned from an extensive business trip through the East and South.

Extensive selling backed by national advertising is bringing orders which cause the factory to work at full capacity. It is said one of the largest single orders for tablets ever placed in the South was given this firm recently.

BUSINESS-BRINGING EASTER DISPLAYS*(Continued from page 8)*

each corner were caught up with masses of lavender and yellow tulle. Place cards were adorned with purple pansies and Easter lilies.

T. H. Mather, Pasadena, California, was another merchant who brought out the Easter novelty in a striking manner. His window was floored with masses of pink tulle, and in the rear stood a little Miss in white dress and bonnet holding a sheaf of thirty ribbons, to the end of which was tied a white rabbit made of felt. On a pedestal sat another child in white, playing with a pair of cardboard rabbits. Down front were a set of bean bags—each of the bags being a member of the rabbit family. At the opposite side was a table set for a children's Easter lunch, at each plate being a paper rabbit dressed in gay colors. There was a mound of eggs in the centre of the table, and on the peak of the pile was a big red and yellow rooster made of cardboard.

Bates Mfg. Co. Establishes Export Department

THE Bates Manufacturing Co., manufacturers of numbering devices, have established an Export Department of their own to take care of their growing foreign business in all parts of the world. For many years this company was a subsidiary of the Thomas A. Edison Industries but last December new interests acquired the business and have inaugurated a very progressive policy of expansion. A new plant was purchased at Orange, N. J. and it is now in full operation.

The Export Department will be located at the Hudson Terminal Building, 50 Church Street, New York, as part of the General Sales Offices at the same address. S. M. Babson, who is Vice President of the company, will be in charge of this department.

Keep Your Old Hampshire Stock Up

Selling goods for which there is no demand is like moving your automobile when the gasoline is all gone. It will go if you push it.

Old Hampshire Stationery

has an established demand. It will go without pushing, but as plenty of gas means more speed to the car, so does plenty of stock mean more sales of stationery.

**FINE STATIONERY DEPARTMENT
HAMPSHIRE PAPER COMPANY**

South Hadley Falls, Mass.

NEXT ITEM



*A Necessity in
Every Business*



Two New Bates Products

Along with the old reliable Bates Regular and Seven Movement Machines come these two new products of highest quality and excellence. The Bates Rotary Telephone Index fills a long felt need both in the office and in the home—it finds a 'phone number almost instantly.

The call for lever machines is growing and *can be increased enormously*. The new Bates Lever Machine designed for and accepted by the United States Government for heavy duty will lead in this field just as the older types of Bates Machines have done for thirty-one years.

Our vice-president, Mr. Babson, at the Traymore Hotel is attending the convention and will be glad to show these new products to our fellow members.

THE BATES MANUFACTURING COMPANY

Factory:
Orange, N. J.

Sales Offices:
50 Church Street, N. Y.

In answering advertisements it will be of mutual advantage to mention GEYER'S STATIONER

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that branch was merged with the parent company, and he was appointed manager of the consolidated interests, with headquarters in Springfield. He held that position until 1912, when he was elected president.

When the Connecticut Valley Stationers' Association was formed he gave largely of his time and ability in organizing the association and was its first president, serving for two years.

Mr. Tucker was a member of Greylock Lodge of Masons of North Adams, and also of Springfield Lodge. He was a 32d degree Mason in the Scottish Rite, and was also affiliated with all the York Rite bodies. He was eminent commander of Springfield Commandery, Knights Templar, in 1920. He also was a member of Melba Temple of the Mystic Shrine and of the Sons of the American Revolution. He was a member of the Masonic, Nayasset, Country, Publicity and Automobile Clubs of Springfield. In politics he was a Republican. He was for many years a member of the Park Congregational Church.

He married in 1895 Anna M. Gladden, daughter of Theodore E. and Harriet C. (Bartlett) Gladden, who survives him. He leaves two daughters, Madeline G. and Ruth, both at home, and a sister, Mrs. C. W. Roane, of Springfield.

* * *

Bates Mfg. Co. Notes

On November 14th the Bates Manufacturing Co., manufacturer of numbering machines, will complete its first year under the new management and ownership. It will be recalled that for over thirty years this company was a sub-



C. S. A. Williams

siidiary of Thomas A. Edison, Inc., but last November the company "went into business for itself," and the progress of the new company in the eleven months ensuing has been pointed to as an illustration of what new blood can accomplish in a fertile field with products of the quality and reputation of the Bates numbering machines.

A brief résumé of the steps which have been taken during these eleven months is interesting to note. The new company was formed on November 14th, 1921, and in thirty-eight days a new plant had been purchased at Orange, N. J.; the entire equipment and facilities had been installed and manufacturing was under way at 60 per cent. of capacity. By spring the sales were running at an increase of 40 per cent. over the previous year, and prompt deliveries were being maintained on orders. In April it was decided to aggressively develop the export end of the business, and accordingly an export office was started at the general sales offices, 50 Church

street, New York City, which today is taking care of approximately 15 per cent. of the company's total output and is sending Bates machines to all parts of the world.

By summer the management in co-operation with officials of the United States Post Office Department developed a new lever type of machine which was built especially to stand the severe usage given to numbering machines in the many post offices throughout the United States. This machine, as well as the regular Bates Automatic Machine, was in July awarded the exclusive Government contract for the entire Post Office requirements during the present fiscal year, estimated at over 3,000 machines, it is announced.

It is the opinion of the management that a lever numbering machine presents possibilities which heretofore have been more or less neglected by stationery dealers and jobbers, and that unquestionably this type of machine is very little known by the general public. The Bates Manufacturing Co. plans to develop, by advertising and other means, the sale of this type of machine by pointing out its adaptability to a great many uses.

Last month the company sprang a second surprise by an-



S. M. Babson

nouncing another new machine, the Bates Rotary Telephone Index, a device by which one finds a telephone number almost instantaneously. The device is designed to fill a long-felt need in both the office and the home by supplanting dog-eared, soiled telephone memo books and indexes. The machine is very original, and aside from being a utility of a high order, its handsome appearance is aimed to make it an especially attractive Christmas gift. Officials of the company are very optimistic as to the future of this telephone index, and although at this moment it is somewhat premature to judge of its probable sale, they state that orders are being received from all parts of the country.

The new organization is headed by C. S. A. Williams, who brings to the company a manufacturing as well as an executive experience. In the firm of Thomas A. Edison, Inc., where for three years Mr. Williams was assistant to Charles Edison, he came first in contact with the Bates business, and will carry along all of the traditions of the company in addition to broadening it out by more progressive sales policies.

S. M. Babson, vice-president of the company, is in charge of the sales and export end of the business, and is located at the New York offices of the company, 50 Church street. Mr. Babson was for ten years connected with the National Lead Co., where he was in charge of the die-casting business at the time of his resignation. Mr. Babson attended the recent national convention not only to meet more men in the trade, but to show them the new Bates models and the new Rotary Telephone Index.

It is interesting to note that both Mr. Babson and Mr. Williams are graduates of Williams College, both being of the class of 1912. Backed by a strong board of directors and many of the old Bates organization, they are determined to push forward the rapid growth that the business is

now showing in a way which will deserve the fullest support of the trade.

Others of the directors are business and professional men, most of whom live in the Oranges.

The advertising of the concern has been placed in the



New Bates Lever Machine

hands of Clarkson A. Collins, Jr., Inc., a New York advertising agency at the present time developing a unique and original campaign for broadening the numbering machine field.

Although the officials of the company would make no definite comments upon their future plans, it is understood that other interesting features are being worked out which will be made public at the proper time.

In regard to the New Bates Lever Machine, illustration of which is shown herewith, the management of the Bates Mfg. Co. feels that there is a big field for this design of numbering machine, which has been comparatively undeveloped as yet, for investigation has shown, it is said, that there are

many more uses for an irregular numbering machine than the trade has supposed.

The lever machine operates non-automatically, and is designed for "irregular" numbering of every sort. In other



Bates Telephone Index

words, it is designed to imprint the same number indefinitely until a slight pressure on the lever changes it to the next higher number. It is therefore announced as fitted to do every kind of numbering work.

The well-known Bates Regular Movement and Seven Movement Machines have their general appearance carried out in this lever machine, so that with the exception of the lever it resembles almost identically the older types of Bates machines.

Here Comes the Old Man Again

Editor of *Geyer's Stationer*:

The outside man, how does he figure? If he sells in a month \$400 and the cost of the goods—that is, invoice cost, is \$250.00, and you pay him a straight salary of \$100.00 per month, you clear \$50.00. Correct, is it not?

If you get an inquiry for a quotation on 100 gross of pencils, of a grade you do not carry, they will cost you \$2.00 a gross, or \$200.00 dollars. You quote a price of \$2.40 a gross and receive the order for \$240.00. You make \$40.00, all of which is "velvet." Correct, is it not?

The salesman's sales carry no expense other than his salary. The special order no expense except transportation charges.

At the end of the year your sales have been \$100,000, your total expenses \$30,000, making your cost of doing business 30 per cent. Correct, is it not?

You purchase merchandise to place on your shelves to sell at a profit. If you add two-thirds to the cost to obtain a selling price you will make 40 per cent. on the sale price when sold. And if you deduct 30 per cent. your cost of doing business, from the sale price you will have the difference, 10 per cent., on the sale price, which is your net profit. Correct, is it not?

All things being correct, then why is it, at the end of the year, the books do not show that 10 per cent. profit? Where is the colored gentleman in the woodpile?

If the sales of the outside man carry no expense except his salary, and the special sales no expense other than transportation charges, then the goods sold from the shelf must tote the load. Let us figure a bit, like this:

Total sales	\$100,000
Less sales three outside men.....	14,400
	<hr/>
	\$85,600
Less "velvet" sales.....	5,600
	<hr/>
Leaving shelf sales.....	\$80,000
And the total expense.....	30,000
Less three outside men's salary.....	3,600
	<hr/>
Leaving shelf sales expense.....	\$26,400

Now \$80,000 shelf sales and \$26,400 shelf sales expense figures exactly 33 per cent. When you marked the shelf selling prices on a basis of two-thirds on cost, or 40 per cent. on sale, you did so on the basis that the cost of selling was 30 per cent. and your net profit would be 10 per cent. If the cost shows 33 instead of 30, then the net is 7 instead of 10. Correct, is it not?

Expense is expense. If you shy it for outside men, and pass it up on "velvet" sales, then the load must be carried by what is left. Correct, is it not?

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